

FIG. 1

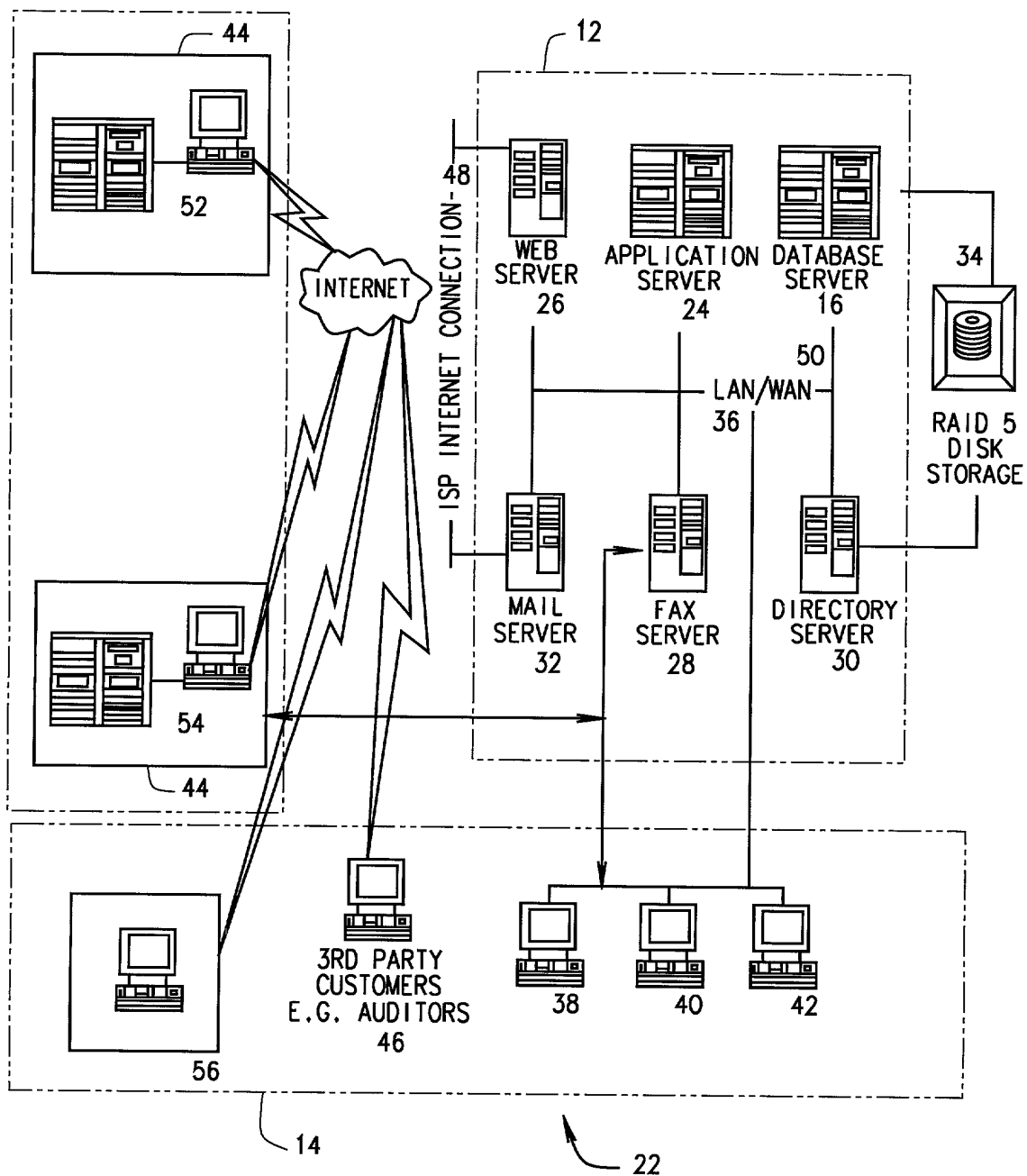


FIG. 2

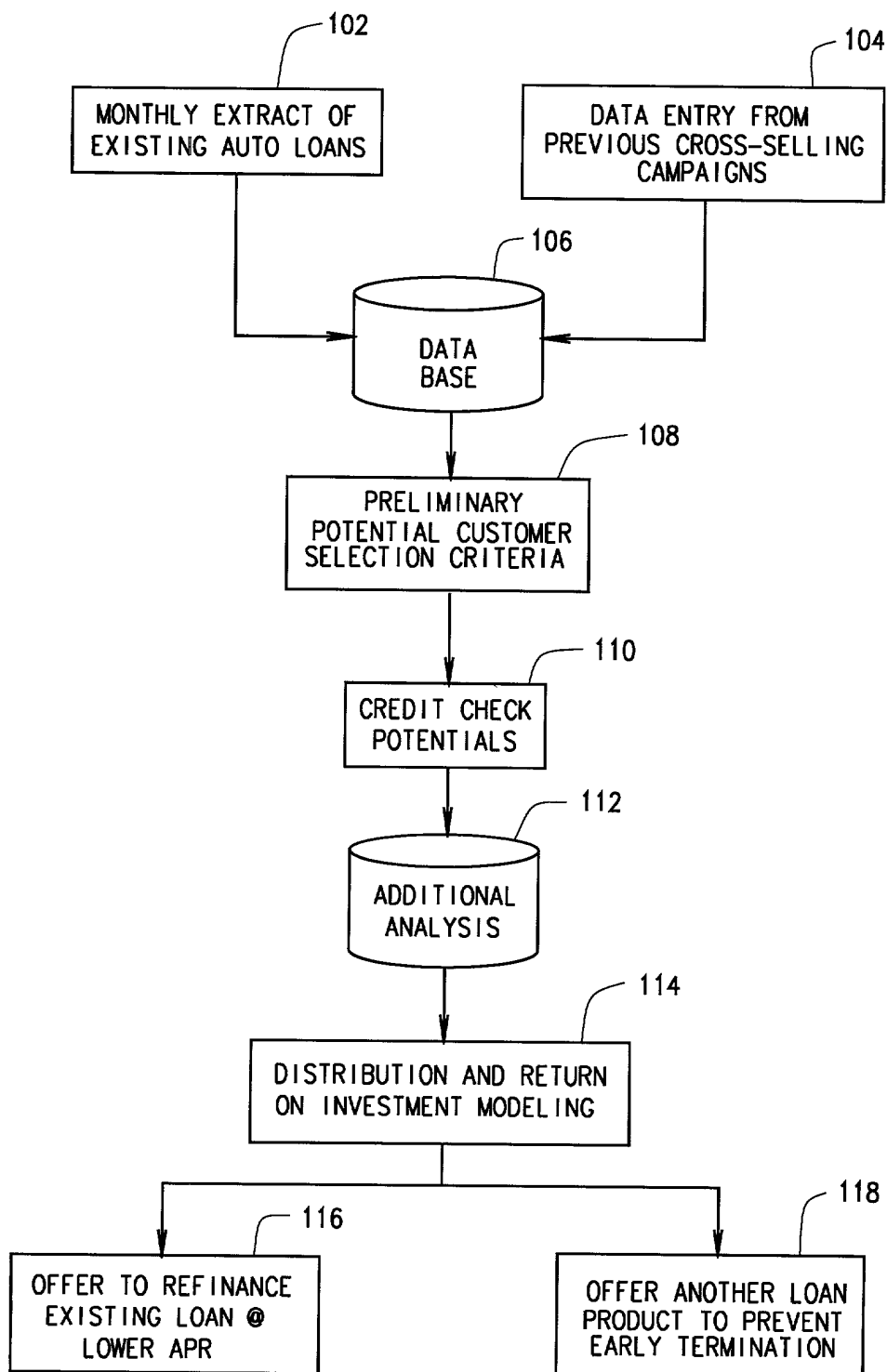


FIG. 3

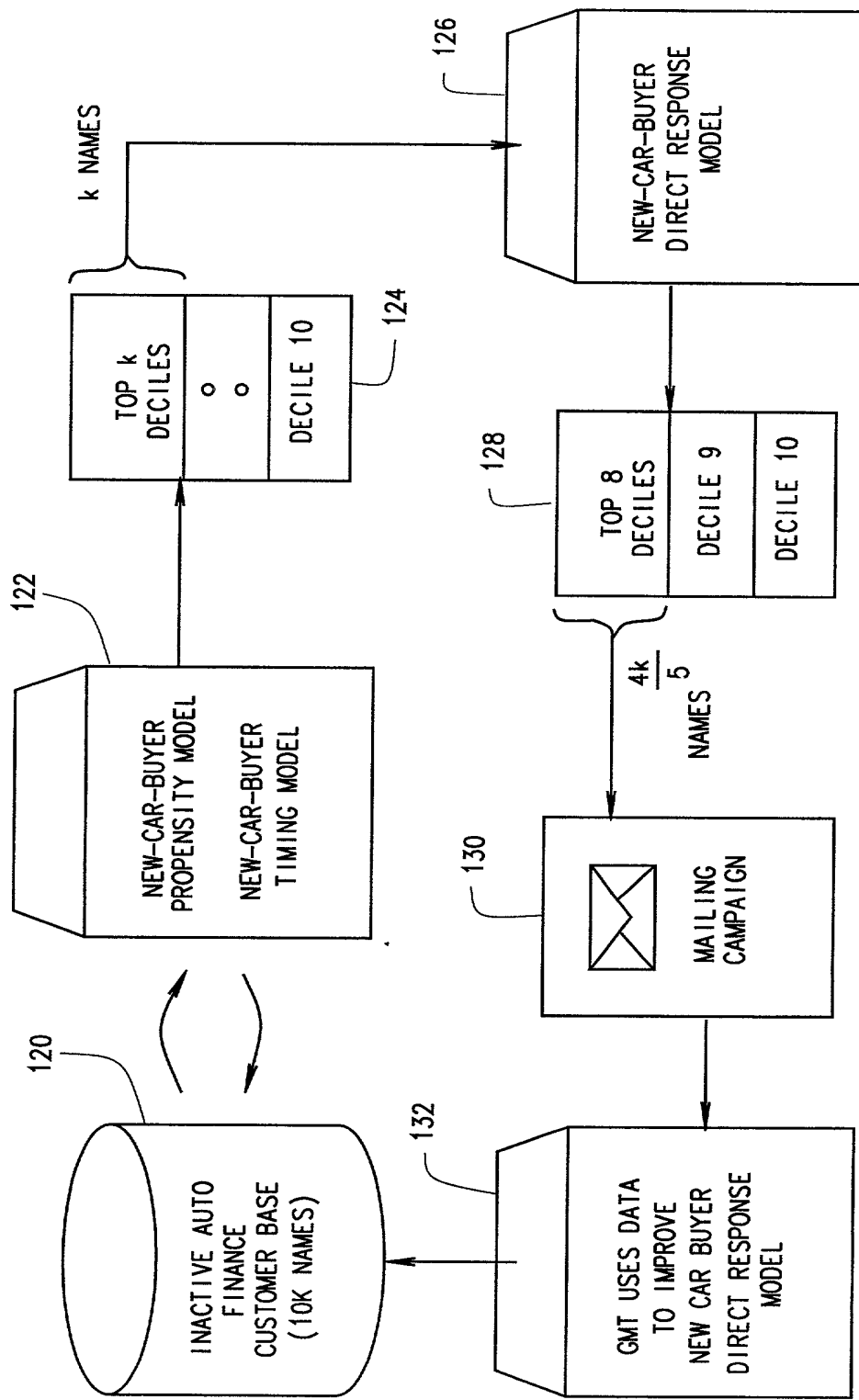


FIG. 4

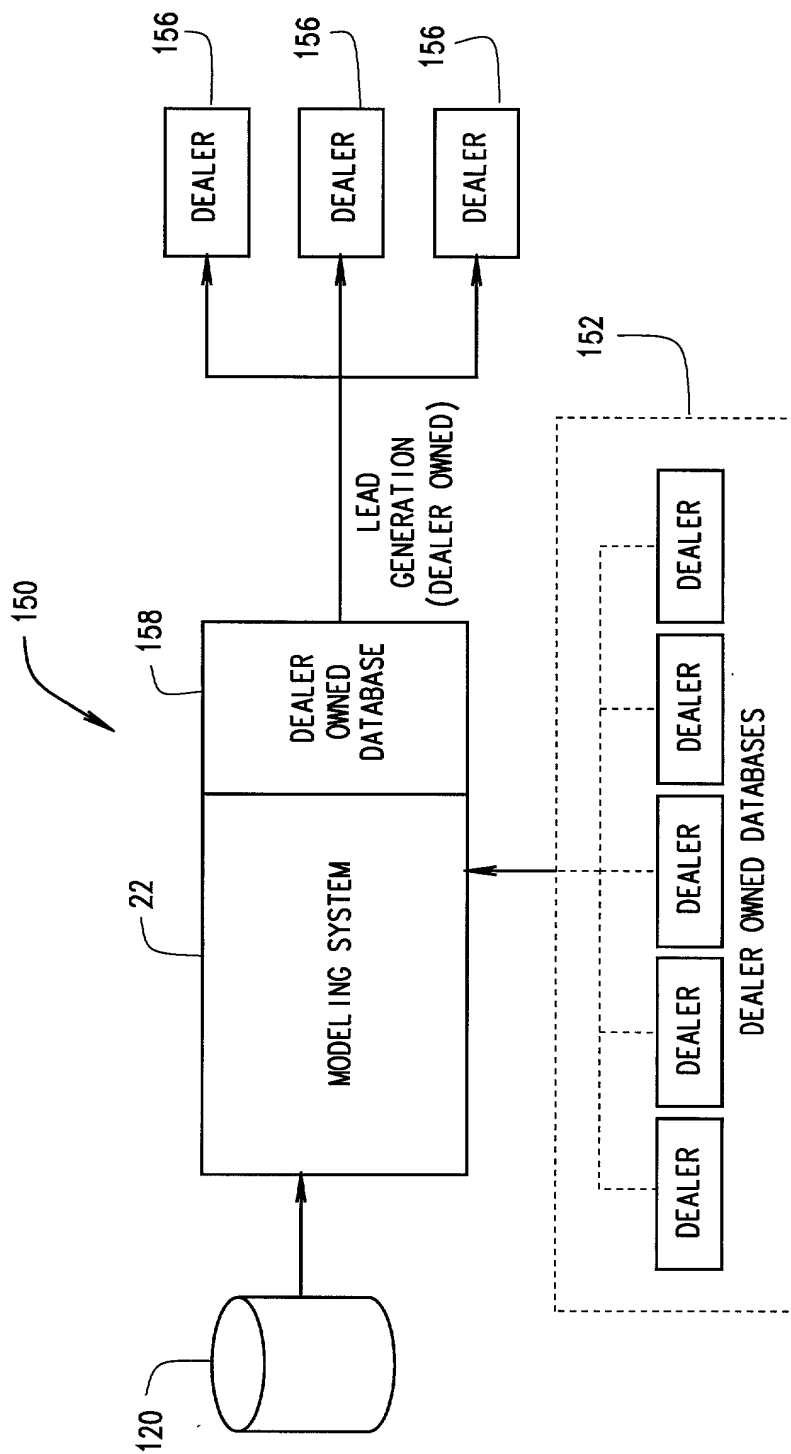


FIG. 5

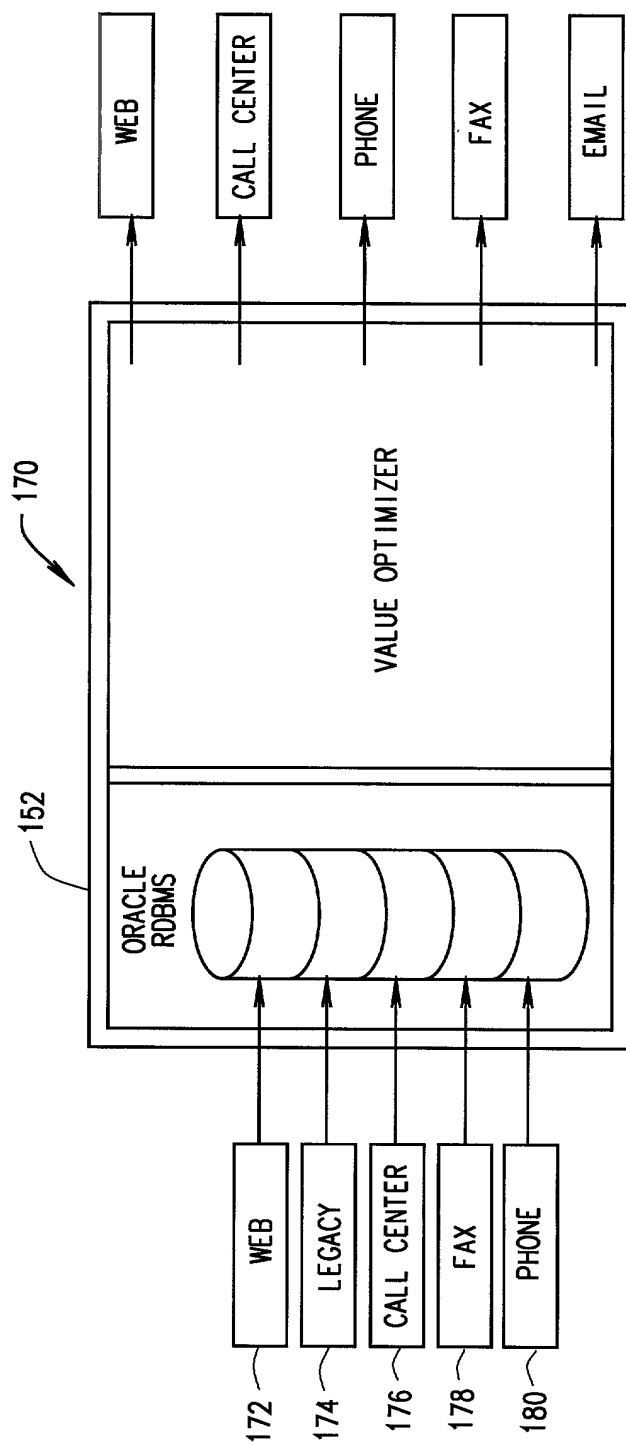


FIG. 6

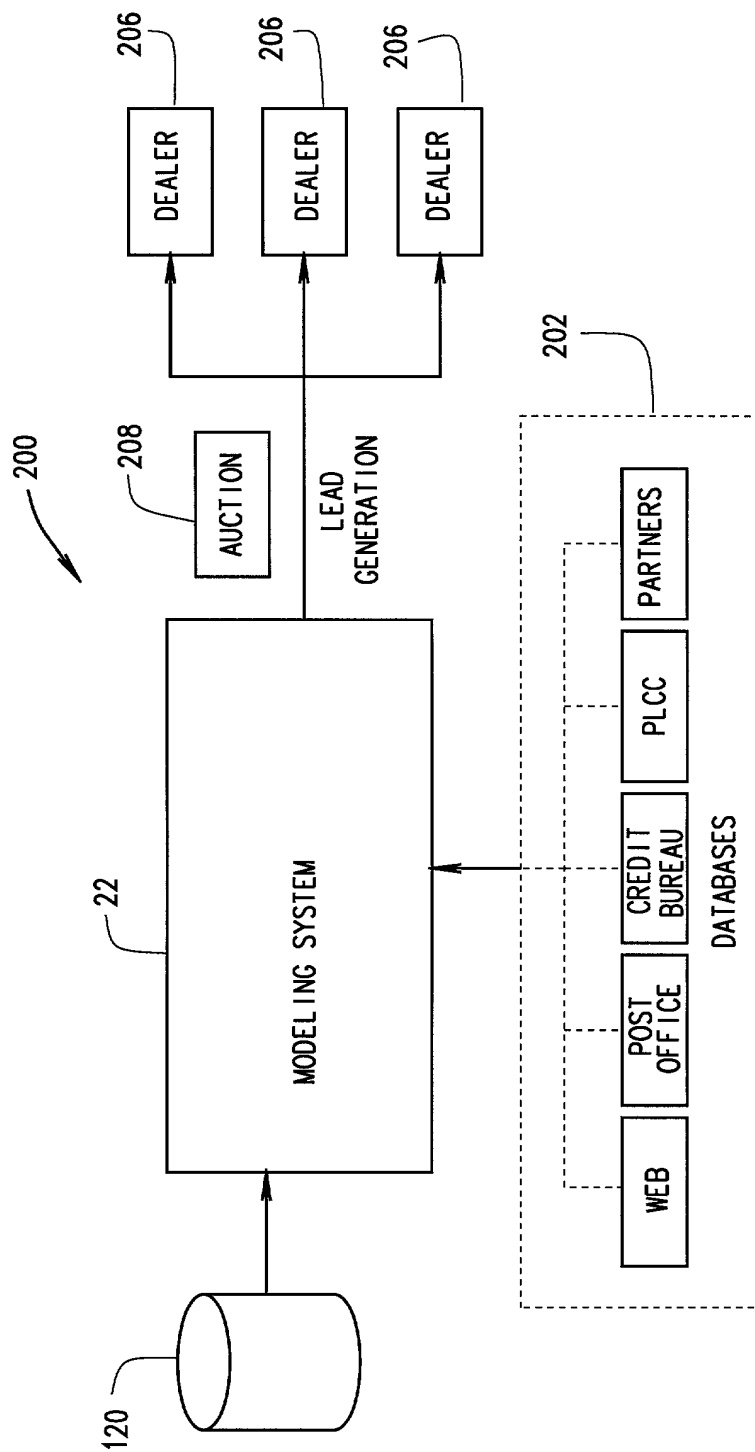


FIG. 7

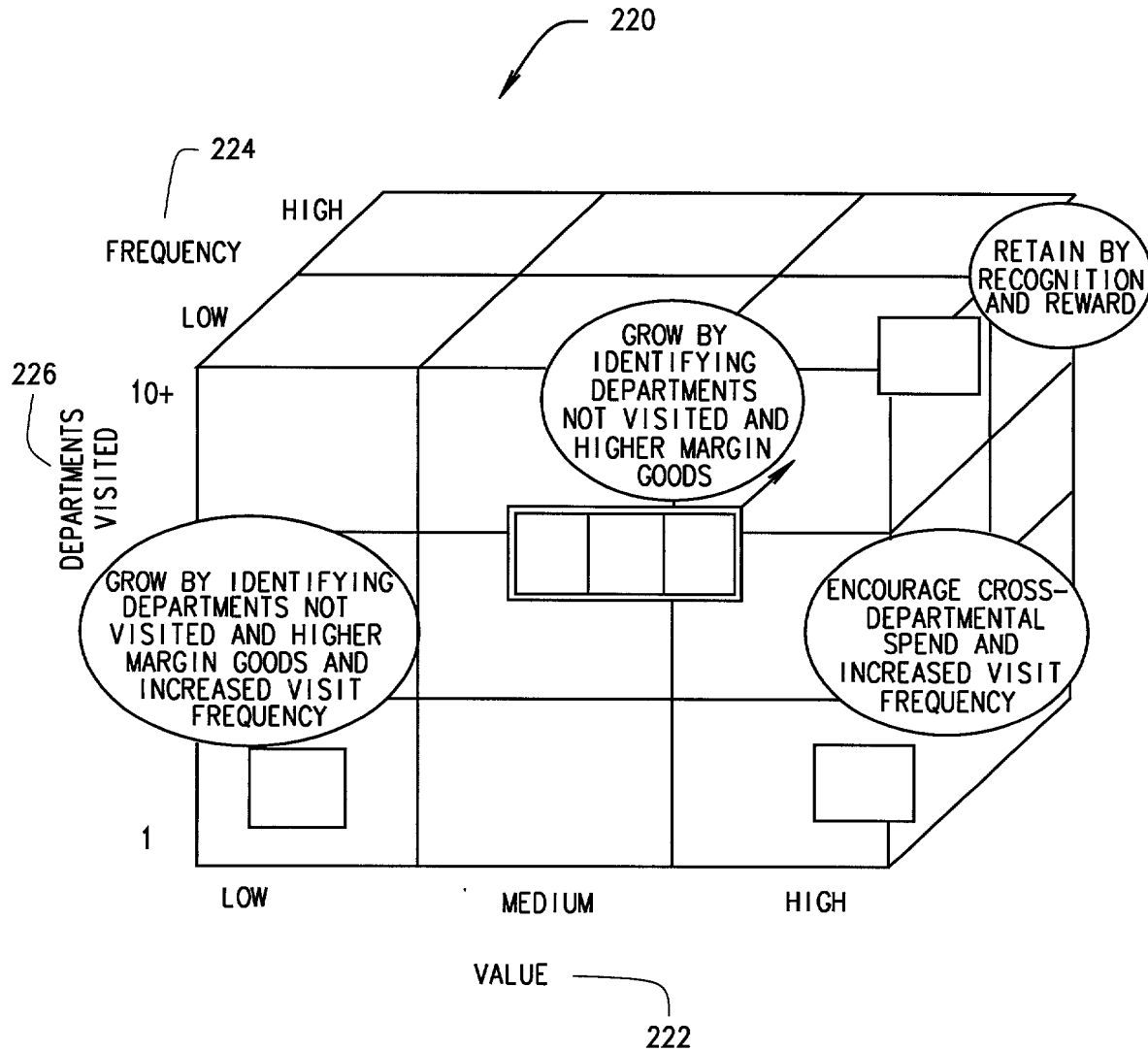


FIG. 8

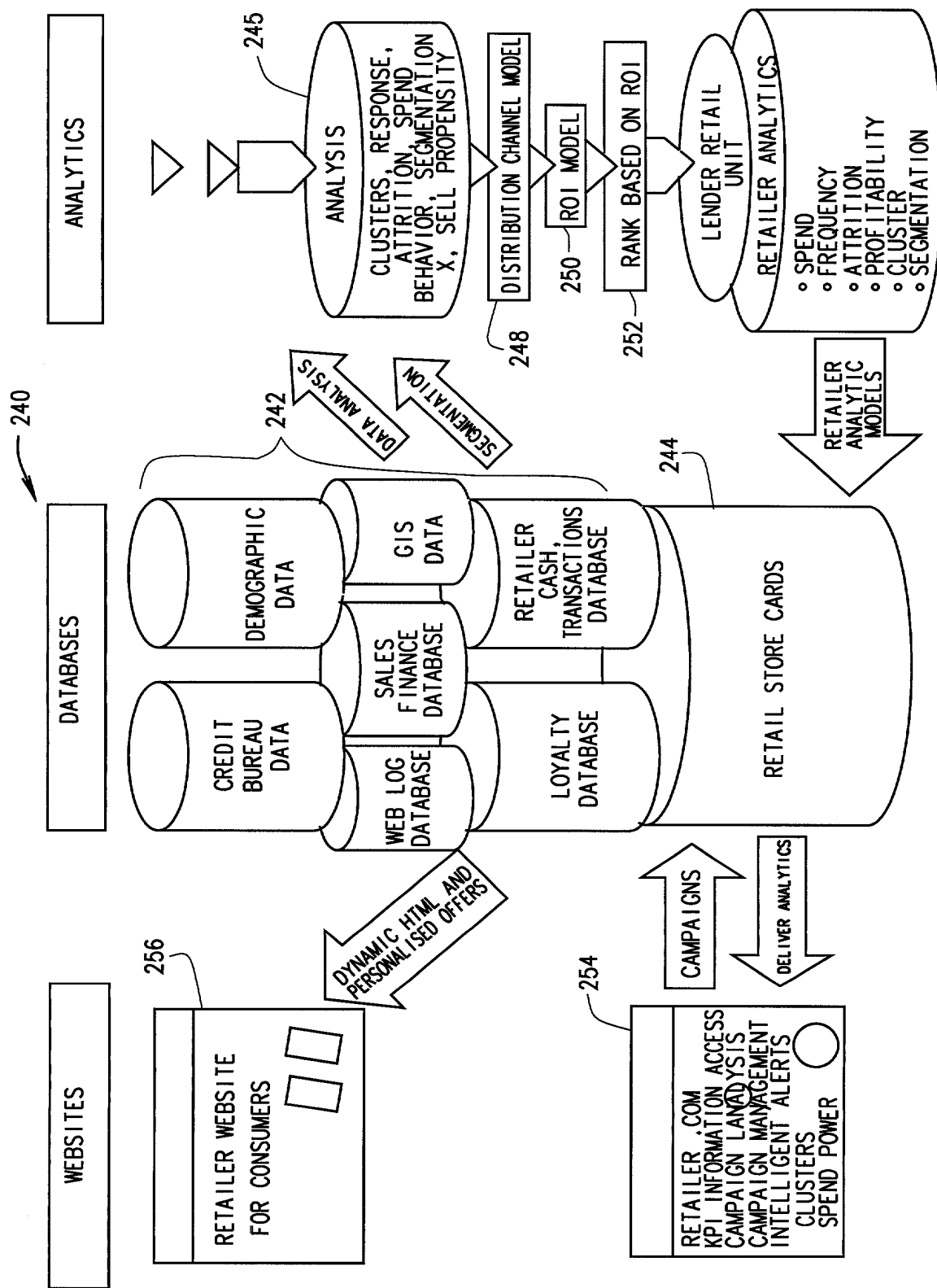


FIG. 9

260

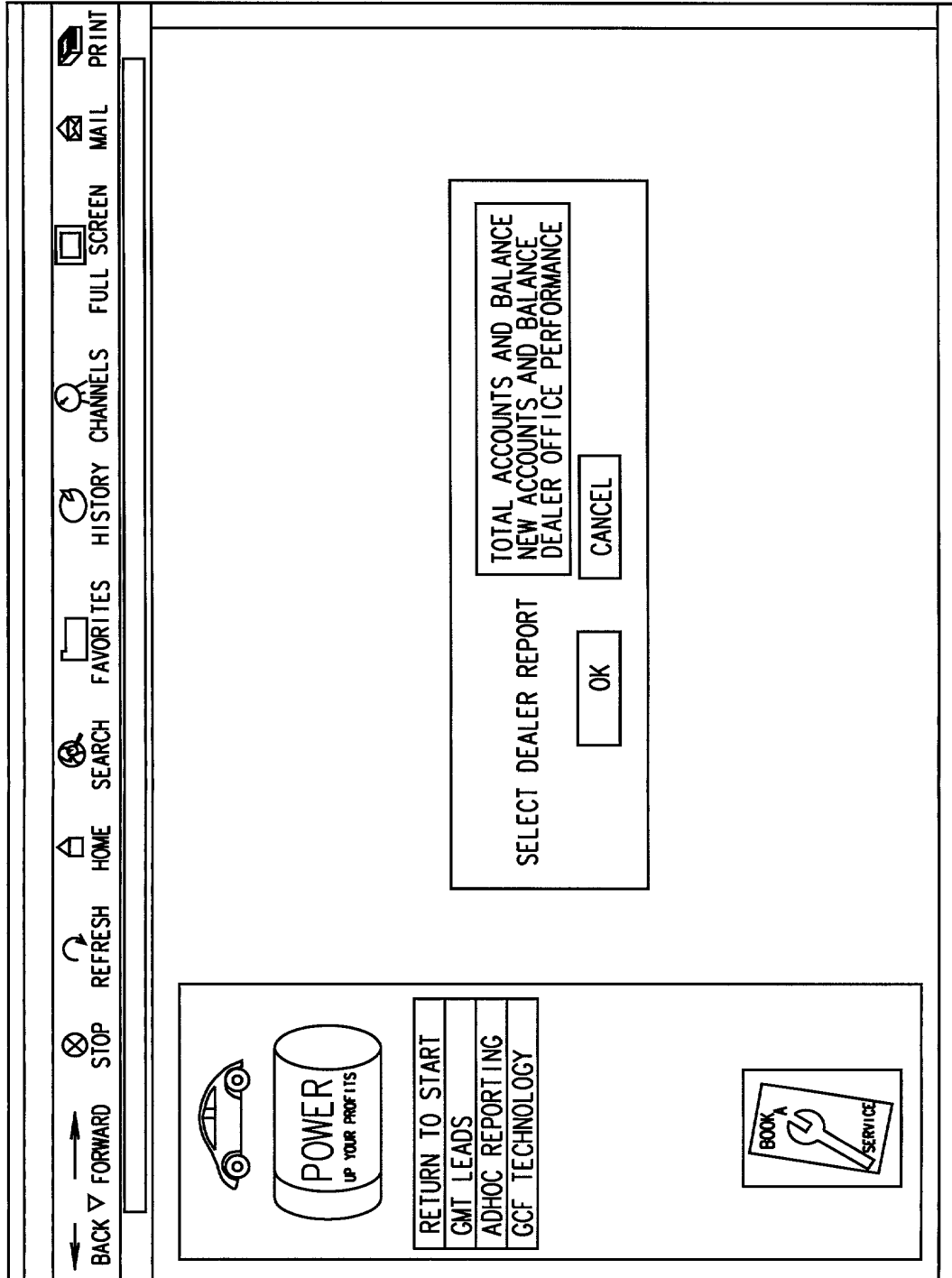


FIG. 10

← BACK

→ FORWARD

⊗ STOP

↺ REFRESH

🏠 HOME

🔍 SEARCH

📁 FAVORITES

🕒 HISTORY

🗨 CHANNELS

🖨 FULL SCREEN

✉ MAIL

🖨 PRINT

PRICE: ☐ TOTAL


CLUSTER: ☐ TOTAL

AGE: ☐ ALL AGES

CAR STATE: ☐ TOTAL

CAR TYPE: ☐ TOTAL

	<input type="checkbox"/> JAN '95	<input type="checkbox"/> FEB '95	<input type="checkbox"/> MAR '95	<input type="checkbox"/> APR '95	<input type="checkbox"/> MAY '95	<input type="checkbox"/> JUN '95	<input type="checkbox"/> JUL '95
<input type="checkbox"/> ACCTS	7	16	28	37	41	42	43
<input type="checkbox"/> ACCTS LEADS	3	8	13	18	19	19	19
<input type="checkbox"/> ACCTS OTHER	4	8	15	19	22	23	24
<input type="checkbox"/> AMOUNT	69895.2	179936.5	333052	420505	456390.4	463229.8	471727.4




POWER
UP YOUR PROFITS

RETURN TO START

GMT LEADS

ADHOC REPORTING

GCF TECHNOLOGY



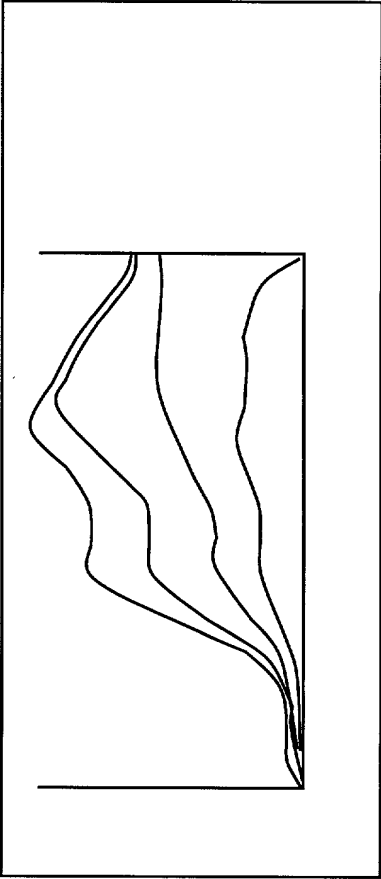


FIG. 11

FIG. 12

ETH Zürich

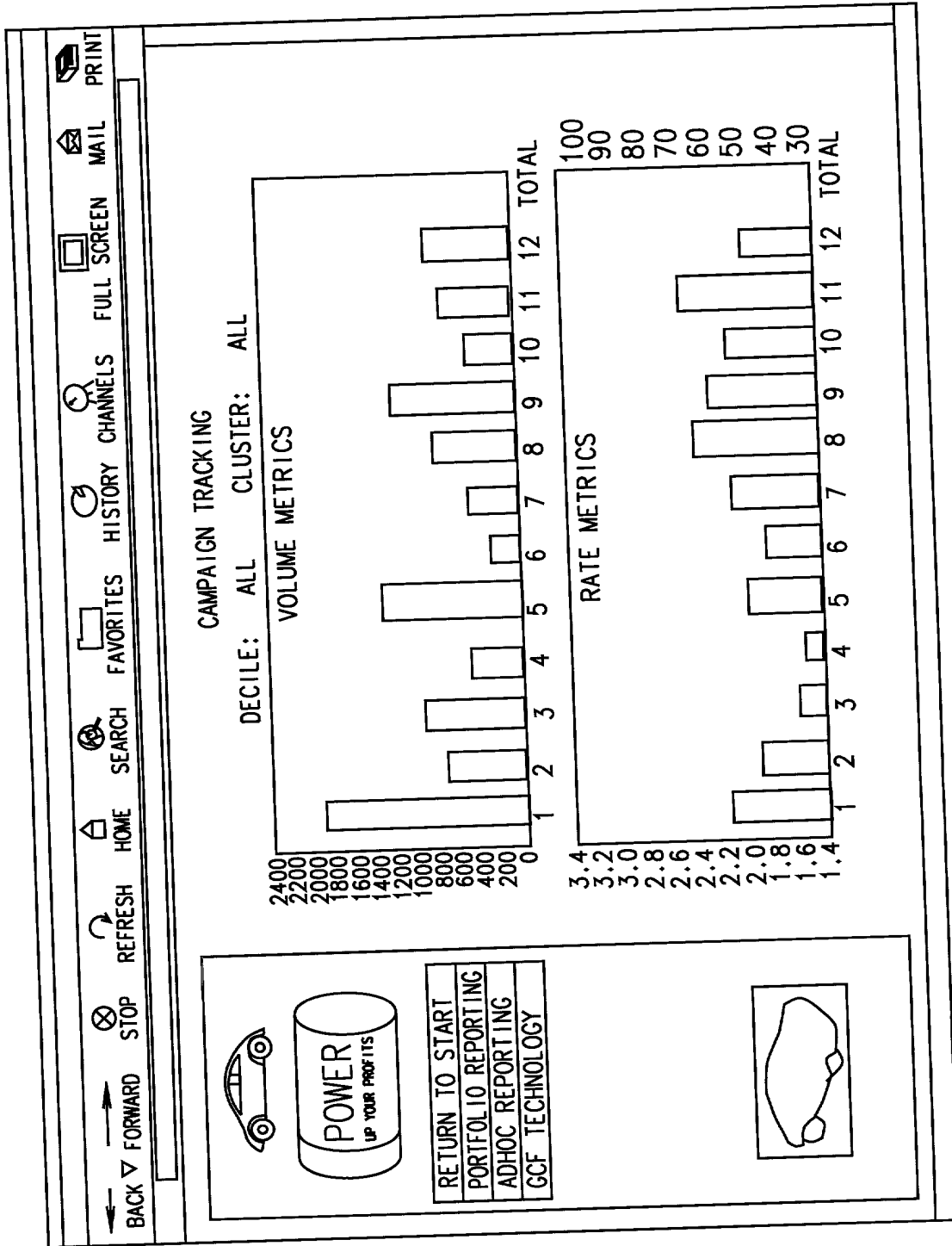
ETH Zürich

BACK FORWARD REFRESH STOP	HOME SEARCH FAVORITES HISTORY CHANNELS	FULL SCREEN MAIL PRINT
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POWER UP YOUR PROFITS <div> RETURN TO START PORTFOLIO REPORTING ADHOC REPORTING GCF TECHNOLOGY </div> BOOK A SERVICE						<div>CUSTOMER DETAILS</div> <table border="1"> <tr> <td>NAME</td> <td>VEHICLE TYPE</td> <td>CLUSTER</td> <td>VEHICLE AGE</td> </tr> <tr> <td>ADDRESS</td> <td>HOME PHONE</td> <td>OLD/NEW</td> <td>CAR PRICE</td> </tr> <tr> <td>CUSTOMER AGE</td> <td>MARITAL STATUS</td> <td>GENDER</td> <td>HOUSE OWNER</td> </tr> <tr> <td>REGISTRATION</td> <td>PRIZE</td> <td>TERM</td> <td>TIME ON BOOK</td> </tr> <tr> <td>INTEREST RATE</td> <td>BALANCE</td> <td>TERM</td> <td></td> </tr> </table>						NAME	VEHICLE TYPE	CLUSTER	VEHICLE AGE	ADDRESS	HOME PHONE	OLD/NEW	CAR PRICE	CUSTOMER AGE	MARITAL STATUS	GENDER	HOUSE OWNER	REGISTRATION	PRIZE	TERM	TIME ON BOOK	INTEREST RATE	BALANCE	TERM	
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REGISTRATION	PRIZE	TERM	TIME ON BOOK																												
INTEREST RATE	BALANCE	TERM																													
<div>ACTION AND CUSTOMER PROFILE</div> <table border="1"> <tr> <td colspan="2"> <div> <input checked="" type="checkbox"/> CONTACTED <input type="checkbox"/> INTERESTED <input type="checkbox"/> MOVED HOUSE <input checked="" type="checkbox"/> RESPONDED <input type="checkbox"/> ACCEPTED <input type="checkbox"/> CONVERTED </div> </td> <td>CLUSTER NAME</td> <td>RELUCTANT BORROWERS</td> </tr> <tr> <td colspan="2">RESALE</td> <td>CLUSTER DESCRIPTION</td> <td></td> </tr> </table>						<div> <input checked="" type="checkbox"/> CONTACTED <input type="checkbox"/> INTERESTED <input type="checkbox"/> MOVED HOUSE <input checked="" type="checkbox"/> RESPONDED <input type="checkbox"/> ACCEPTED <input type="checkbox"/> CONVERTED </div>		CLUSTER NAME	RELUCTANT BORROWERS	RESALE		CLUSTER DESCRIPTION																			
<div> <input checked="" type="checkbox"/> CONTACTED <input type="checkbox"/> INTERESTED <input type="checkbox"/> MOVED HOUSE <input checked="" type="checkbox"/> RESPONDED <input type="checkbox"/> ACCEPTED <input type="checkbox"/> CONVERTED </div>		CLUSTER NAME	RELUCTANT BORROWERS																												
RESALE		CLUSTER DESCRIPTION																													

FIG. 14

272



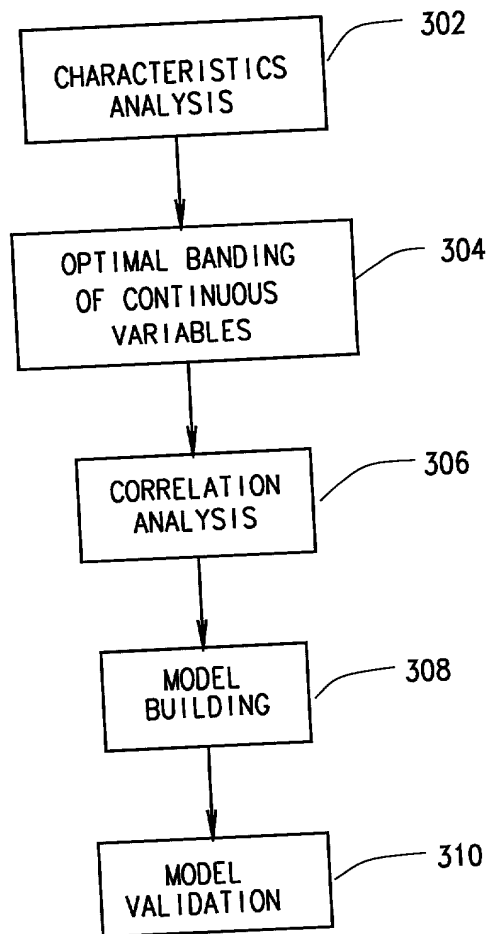


FIG. 17